

December 20, 2019

To Whom It May Concern:

Globe turnout gear and boot prices will increase on January 1, 2020. Turnout gear and boots will increase 5-8%.

Our 2020 pricing reflects rising costs from most of our major suppliers. Since January 1, 2019, price increases include: DuPont Kevlar (10% increase). PBI (10% increase). DuPont Nomex (3% increase). W.L. Gore Crosstech moisture 8% increase. Both Nomex and Kevlar thread (increased 5% and 7%). 3M trim (increase 5%). In addition to higher labor costs, an increase in the cost of benefits provided to our employees, rising electricity and heating oil costs, and shipping costs. This increase **does not include** any impact from tariff activity.

Globe Manufacturing Company has been in the business of manufacturing turnout clothing for the fire and rescue industry for 133 years. We are committed to providing innovative solutions to our customers' short-term and long-term health and safety challenges.

Sincerely,



Mark Dolim  
Customer Support Services Manager

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